which is confusingly similar to DIRECTO HISPANIC'S trademark.

NATURE OF THE ACTION

3. This is an action for the use of false designations of origin and false and misleading descriptions and representations in violation of the Trademark Act of 1946,

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15 U.S.C. § 1125(a); state unfair competition in violation of Cal. Bus. & Prof. Code 17200 et seq. and 17500 et seq.; and unfair competition and trademark infringement under the common law.

THE PARTIES

- 4. Plaintiff DIRECTO HISPANIC, LLC ("DIRECTO HISPANIC" or "Plaintiff") is a Florida limited liability company with its principal place of business located in Long Beach, California.
- 5. On information and belief, Defendant DIRECTO HISPANO ("DIRECTO HISPANO" or "Defendant") is an entity, form unknown, located in New York, New York, which advertises, offers for sale and performs its marketing services under the confusingly similar "DIRECTO HISPANO" trademark in this judicial district.

FACTS UNDERLYING THE CAUSES OF ACTION DIRECTO HISPANIC and its Service Mark

- 6. DIRECTO HISPANIC is a well-known marketing firm providing various marketing services to customers throughout the United States. DIRECTO HISPANIC offers services to all companies, but targets the Latino community in the United States.
- 7. DIRECTO HISPANIC first began offering marketing services using the highly distinctive "DIRECTO HISPANIC" mark ("DIRECTO HISPANIC MARK") in 2004.
- 8. DIRECTO HISPANIC's mark is a highly distinctive word mark, which is the subject of U.S. Trademark Application Serial No. 77/552,801 for "advertising and publicity services, namely, promoting the goods, services, brand identity and commercial information and news of third parties through print, audio, video, digital and on-line media; Marketing services, namely consumer marketing research, branded entertainment and retail marketing services; Market research; Arranging and conducting marketing promotional events for others; Providing consulting services in the field of facilitating the planning, buying, and selling of media; and special event planning."

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1	9. DIRECTO HISPANIC is well known in the marketing industry. Customers
2	contract for and use DIRECTO HISPANIC's services bearing the DIRECTO HISPANIC
3	MARK because of DIRECTO HISPANIC's excellent customer service and reputation.
4	10. DIRECTO HISPANIC has had substantial success as a marketing firm
5	providing services throughout the United States to some of the nation's largest companies.
6	DIRECTO HISPANIC has provided services to companies in various industries, including
7	entertainment, food and beverage, retail, consumer products, wine and spirits, and many others.
8	Since its inception, DIRECTO HISPANIC has generated tens of millions of dollars in revenue
9	under its DIRECTO HISPANIC MARK.
10	11. DIRECTO HISPANIC has also been given numerous awards handed out by
11	the marketing industry, including the International Dairy Foods Association Award and best
12	Multicultural Campaign in 2007 and 2008. These awards handed out by DIRECTO
13	HISPANIC's peers in the marketing industry indicate the widespread recognition and reputation
14	of the DIRECTO HISPANIC MARK.
15	12. DIRECTO HISPANIC has advertised its DIRECTO HISPANIC MARK or
16	had its mark mentioned in numerous media outlets circulated throughout the United States,
17	including several trade magazines and trade websites, as well as its own website located at
18	www.directohispanic.com. DIRECTO HISPANIC is also part of the Association of Hispanic
19	Advertising Agencies, which has national recognition.
20	13. DIRECTO HISPANIC's distinctive DIRECTO HISPANIC MARK is well
21	known and recognized by consumers and others in the marketing industry as indicating
22	DIRECTO HISPANIC as the source of the marketing and promotions services being provided.
23	14. As a result of DIRECTO HISPANIC's Millions of dollars in revenues,
24	length of use, public recognition, advertising, and promotion of the DIRECTO HISPANIC
25	MARK, as well as reputation and quality of the services provided by DIRECTO HISPANIC,
26	the DIRECTO HISPANIC MARK is widely recognized in the marketing industry as originating
27	from DIRECTO HISPANIC, and it distinguishes DIRECTO HIPSANIC's superior services
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from the services of others. DIRECTO HISPANIC's mark has come to represent an extremely valuable reputation and goodwill belonging exclusively to DIRECTO HISPANIC.

Defendant's Wrongful Acts

- 15. On information and belief, Defendant is aware of DIRECTO HISPANIC's trademark, of the reputation and goodwill represented by this mark, and that the public recognizes and relies upon this mark as identifying the services of DIRECTO HISPANIC and distinguishing DIRECTO HISPANIC's services from the services of others.
- 16. Notwithstanding this aforesaid knowledge, on information and belief,
 Defendant continues to set upon a course of conduct to misappropriate DIRECTO HISPANIC's rights in the DIRECTO HISPANIC MARK.
- 17. In or around June 2008, DIRECTO HISPANIC discovered that Defendant was using the nearly identical mark, "DIRECTO HISPANO" in connection with very similar marketing and promotions services as those offered by DIRECTO HISPANIC. DIRECTO HIPSANIC also discovered that Defendant was targeting the Latino community. Given the similarity of the marks, the underlying services and target consumers, DIRECTO HISPANIC was quite concerned with potential confusion among the consuming public.
- 18. In a letter dated August 18, 2008, Defendant, through its counsel, demanded that DIRECTO HISPANIC cease and desist any current or future use of DIRECTO HISPANIC or any designation that was similar thereto. Attached hereto as Exhibit "B" is a true and correct copy of the cease and desist letter sent by Defendant's counsel.
- 19. In this August 18, 2008 letter, Defendant claimed that several consumers were confused between DIRECTO HISPANIC and DIRECTO HISPANO and had misdirected their communications to Defendant. DIRECTO HISPANO's letter confirmed DIRECTO HISPANIC's concerns that consumers and potential consumers were being confused by Defendant's use of the DIRECTO HISPANO mark.
- 20. On information and belief, Defendant's first use of its confusingly similar "DIRECTO HISPANO" name is subsequent to DIRECTO HISPANIC's date of first use.

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21. Defendant is using its "DIRECTO HISPANO" name without the consent or permission of DIRECTO HISPANIC. DIRECTO HISPANIC has not authorized or licensed Defendant in any way to use this confusingly similar name.

22. Defendant's name, "DIRECTO HISPANO" is nearly identical to DIRECTO HISPANIC's mark. Both DIRECTO HISPANIC and DIRECTO HISPANO are comprised of the first word "DIRECTO" followed by a second word, which is visually and phonetically very similar, and identical in meaning. The words "HISPANIC" and "HISPANO" are visually and phonetically identical, except for the last two letters of HISPANIC and the last letter of HISPANO. Also, the word "HISPANIC" and "HISPANO" have identical meanings, namely, a "Spanish speaking person." In fact, the dictionary definition for HISPANO refers to HISPANIC and vice-versa. The words are essentially interchangeable and have identical meanings. Taken as a whole, DIRECTO HISPANIC and DIRECTO HISPANO are identical in meaning and virtually identical visually and phonetically.

23. On information and belief, Defendant is advertising, offering for sale and performing services in interstate commerce under the name "DIRECTO HISPANO" with the intent to trade off of and profit on the reputation and goodwill represented by DIRECTO HISPANIC's mark, and with the intent to confuse, mislead, and/or deceive the public into believing that Defendant's services are DIRECTO HISPANIC's services, or have been sponsored or approved by DIRECTO HISPANIC, or are otherwise affiliated, connected, or associated with DIRECTO HISPANIC. In particular, on information and belief, Defendant provides marketing services targeting the Latino community, which are the same type of services offered by DIRECTO HISPANIC and the same target audience as DIRECTO HISPANIC.

24. Defendant's use of the very similar "DIRECTO HISPANO" designation has caused actual consumer confusion, and is likely to further confuse, mislead, and/or deceive the public into believing that Defendant's services are DIRECTO HISPANIC's services, or have been sponsored or approved by DIRECTO HISPANIC, or are otherwise affiliated, connected, or associated with DIRECTO HISPANIC.

Document 1

1	25. DIRECTO HISPANIC has been damaged and is likely to be further damaged
2	by Defendant's continued use of the name "DIRECTO HISPANO."
3	26. Defendant's aforesaid acts have caused and will continue to cause great and
4	irreparable injury to DIRECTO HISPANIC and, unless such acts are restrained by this Court,
5	they will be continued and DIRECTO HISPANIC will continue to suffer great and irreparable
6	injury.
7	CAUSES OF ACTION
8	COUNT I
9	FEDERAL UNFAIR COMPETITION
10	(15 U.S.C. SECTION 1125(a))
11	27. DIRECTO HISPANIC incorporates and realleges the aforementioned
12	paragraphs as if fully set forth herein.
13	28. Defendant is a direct competitor of DIRECTO HISPANIC. DIRECTO
14	HISPANIC and DIRECTO HISPANO both advertise and offer marketing services targeted to
15	the Latino community.
16	29. Defendant's use of and intended continued use in interstate commerce of
17	DIRECTO HISPANO, a mark which is confusingly similar to DIRECTO HISPANIC'S
18	MARK, constitutes the use in interstate commerce of unfair competition, false designations of
19	origin, and false or misleading descriptions and representations of fact in connection with
20	services, which is likely to cause confusion, mistake, and/or deception as to the affiliation,
21	connection, or association of Defendant's services, or as to the sponsorship or approval of
22	Defendant's services, in violation of Section 43(a) of the Lanham Act, 15 U.S.C. § 1125(a).
23	30. Defendant's interstate advertising, promotion, and offering of services
24	created and continues to create a likelihood of confusion, mistake or deception as to the
25	affiliation, connection, association, origin, sponsorship, approval, commercial activities, nature,
26	characteristics or qualities of Defendant's marketing services relative DIRECTO HISPANIC's
27	marketing services.
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1	31. The aforesaid conduct of Defendant is without the consent or permission of
2	DIRECTO HISPANIC.
3	32. On information and belief, Defendant committed the aforesaid infringing acts
4	willfully, intentionally, maliciously and in conscious disregard for the goodwill and reputation
5	associated with the DIRECTO HISPANIC MARK.
6	33. As a result of Defendant's aforesaid acts, DIRECTO HISPANIC has
7	suffered, and will continue to suffer, both money damages in an amount to be proven at trial
8	and damages which have no adequate remedy at law.
9	COUNT II
10	STATE UNFAIR COMPETITION
11	(Cal. Bus. & Prof. Code § 17200 et seq., and 17500 et seq.)
12	34. DIRECTO HISPANIC incorporates and realleges the aforementioned
13	paragraphs as if fully set forth herein.
14	35. DIRECTO HISPANIC invested and continues to invest substantial time, skill
15	and money in advertising, promoting and offering its services under its DIRECTO HISPANIC
16	MARK, as reflected in its common law rights.
17	36. Defendant has been trading off and continues to trade off of DIRECTO
18	HISPANIC's goodwill and use DIRECTO HISPANIC'S MARK through the use of the nearly
19	identical name DIRECTO HISPANO in connection with the offering of marketing services with
20	no consideration or payment to DIRECTO HISPANIC.
21	37. Defendant's use of DIRECTO HISPANO in connection with marketing
22	services is not authorized by DIRECTO HISPANIC.
23	38. Defendant's conduct constitutes unlawful, unfair, and fraudulent business
24	acts and practices and unfair competition prohibited under sections 17200 et seq., and 17500 et
25	seq., of the California Business and Professions Code.
26	39. As a result of Defendant's conduct, DIRECTO HISPANIC has suffered, and
27	will continue to suffer, irreparable harm to its business reputation, goodwill, and stature in the
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business community.	This harm cannot be adequately compensated by money damages and
DIRECTO HISPANI	C has no other adequate remedy at law.

- 40. As a result of Defendant's actions DIRECTO HISPANIC has suffered, and will continue to suffer, money damages in an amount to be proven at trial.
- 41. DIRECTO HISPANIC is informed and believes and thereon alleges that Defendant committed the above-alleged acts oppressively, fraudulently, maliciously and in conscious disregard of DIRECTO HISPANIC's rights, and DIRECTO HISPANIC is therefore entitled to exemplary and punitive damages pursuant to California Civil Code section 3294 in an amount sufficient to punish, to deter and to make an example of Defendant.

COUNT III

UNFAIR COMPETITION AND TRADEMARK INFRINGEMENT UNDER COMMON LAW

- 42. DIRECTO HISPANIC incorporates and re-alleges the aforementioned paragraphs as if fully set forth herein.
- 43. The aforesaid acts of Defendants constitute the sale and passing-off of their services which is an infringement, imitation, and misappropriation of DIRECTO HISPANIC's trademark, in violation of DIRECTO HISPANIC's rights at common law.
- 44. Defendant's aforesaid acts have caused and will continue to cause great and irreparable injury to DIRECTO HISPANIC and, unless such acts are restrained by this Court, they will be continued and DIRECTO HISPANIC will continue to suffer great and irreparable injury.
- 45. DIRECTO HISPANIC is informed and believes and thereon alleges that Defendant's acts complained of herein have greatly damaged DIRECTO HISPANIC and, unless retrained and enjoined, will continue to damage DIRECTO HISPANIC. DIRECTO HISPANIC has no adequate remedy at law.

WHEREFORE, Plaintiff DIRECTO HISPANIC prays for the following relief:

46. That Defendant and its agents, servants, employees, attorneys, successors, and assigns, and any and all persons acting in concert or participating with them or any of their

1	successors or assigns or any of them, be preliminarily and permanently enjoined and restrained
2	from directly or indirectly:
3	a. Using the mark "DIRECTO HISPANIC" or any reproduction, counterfeit,
4	copy, colorable imitation, or confusingly similar variation thereof, including "DIRECTO
5	HISPANO" in connection with the advertising, offering for sale, or sale of services in the
6	marketing and promotions industries, or related services;
7	b. Using the mark "DIRECTO HISPANIC" or any reproduction, counterfeit,
8	copy, colorable imitation, or confusingly similar variation thereof, including "DIRECTO
9	HISPANO", in any manner likely to cause others to believe that Defendant's services are the
10	services of DIRECTO HISPANIC, or have been sponsored or approved by DIRECTO
11	HISPANIC, or are otherwise affiliated, connected, or associated with DIRECTO HISPANIC;
12	c. Making any false or misleading statements regarding DIRECTO HISPANIC,
13	or its services, or the relationship between DIRECTO HISPANIC on the one hand, and Defendant
14	on the other hand;
15	d. Assisting, aiding, or abetting any other person or business entity in engaging in
16	or performing any of the activities referred to in the above subparagraphs a through c.
17	47. That DIRECTO HISPANIC recover damages in the form
18	Defendant's profits and/or its lost profits in such amounts as may be proven at trial.
19	48. That DIRECTO HISPANIC recover the damages arising out of the wrongful
20	acts of Defendant in a sum equal to three times the actual damages suffered by DIRECTO
21	HISPANIC, as provided in 15 U.S.C. § 1117.
22	49. That Defendant be ordered to undertake appropriate corrective advertising to
23	eliminate any confusion that already exists in the marketplace.
24	50. That DIRECTO HISPANIC have and recover the taxable costs of this action.
25	including reasonable attorneys' fees and interest, pursuant to 15 U.S.C. § 1117 and California
26	Code of Civil Procedure § 1021.5.
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1	51. That DIRECTO HISPANIC have such other and further relief as the Court
2	may deem just and proper.
3	Dated: August 22, 2008
4	IP LEGAL ADVISORS, PC
5	2011
6	By JOHN WING
7	JOHN M. KIM Atterney for Plaintiff DIRECTO HISPANIC, LLC
8	DIRECTO HISPANIC, LLC
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DEMAND FOR JURY TRIAL

Plaintiff DIRECTO HISPANIC, LLC hereby demands a trial by jury.

Dated: August 22, 2008

IP LEGAL ADVISORS, PC

IOHXI M KIM

Attorney for Plaintiff

DIRECTO HISPANIC, LLC

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SJS 44 (Rev. 12/07)

CIVIL COVER SHEET

The JS 44 civil cover sheet and the information contained herein neither replace nor supplement the filing and service of pleadings or other papers as required by law, except as provided

(a) PLAINTIFFS	,	DEFENDANTS		
			2008 AUG 22	PM 3: 46
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	, Address, and Telephone Number)	Attorneys (If Known	8 CV 1560	IJLS WMC
nn M. Kim, IP Legal A n Diego, CA 92109, (dvisors, P.C., 1940 Garnet Ave., Suite 858) 272-0227	230		
		II. CITIZENSHIP OF P	RINCIPAL PARTIES	
1 U.S. Government Plaintiff	3 Federal Question (U.S. Government Not a Party)	(For Diversity Cases Only) Citizen of This State	IF DEF I D 1 Incorporated or Pr of Business In Thi	
2 U.S. Government Defendant	Diversity (Indicate Citizenship of Parties in Item III)	Citizen of Another State	2	
		Citizen or Subject of a Foreign Country	3	O 6 O 6
	(Place an "X" in One Box Only)		RANKDIIDTOV	OTHER STATUTES
110 Insurance	TORTS	FORFEITURE/PENALTY ☐ 610 Agriculture ☐ 620 Other Food & Drug	BANKRUPTCY 422 Appeal 28 USC 158 423 Withdrawal	☐ 400 State Reapportionment ☐ 410 Antitrust
130 Miller Act 140 Negotiable Instrument	☐ 315 Airplane Product Liability ☐ 365 Personal Injury -	of Property 21 USC 881	28 USC 157	430 Banks and Banking 450 Commerce
150 Recovery of Overpayment & Enforcement of Judgment	☐ 320 Assault, Libel & Product Liability	☐ 630 Liquor Laws ☐ 640 R.R. & Truck	PROPERTY RIGHTS 820 Copyrights	460 Deportation 470 Racketeer Influenced an
151 Medicare Act	☐ 330 Federal Employers' Injury Product	☐ 650 Airline Regs.	330 Patent 840 Trademark	Corrupt Organizations 480 Consumer Credit
152 Recovery of Defaulted Student Loans	Liability Liability 340 Marine PERSONAL PROPERT		M 840 Frademark	490 Cable/Sat TV
(Excl. Veterans) 153 Recovery of Overpayment	☐ 345 Marine Product ☐ 370 Other Fraud Liability ☐ 371 Truth in Lending	690 Other LABOR	SOCIAL SECURITY	810 Selective Service 850 Securities/Commodities/
of Veteran's Benefits 160 Stockholders' Suits	□ 350 Motor Vehicle □ 380 Other Personal □ 355 Motor Vehicle Property Damage Product Liability □ 385 Property Damage	☐ 710 Fair Labor Standards Act ☐ 720 Labor/Mgmt. Relations	☐ 861 HIA (1395ff) ☐ 862 Black Lung (923) ☐ 863 DIWC/DIWW (405(g))	Exchange 875 Customer Challenge 12 USC 3410
1 190 Other Contract 1 195 Contract Product Liability 1 196 Franchise		730 Labor/Mgmt.Reporting & Disclosure Act	☐ 864 SSID Title XVI ☐ 865 RSI (405(g))	890 Other Statutory Actions 891 Agricultural Acts
REAL PROPERTY	CIVIL RIGHTS PRISONER PETITIONS	740 Railway Labor Act	FEDERAL TAX SUITS	892 Economic Stabilization A
210 Land Condemnation 220 Foreclosure	☐ 441 Voting ☐ 510 Motions to Vacate ☐ 442 Employment Sentence	☐ 790 Other Labor Litigation☐ 791 Empl. Ret. Inc.	O 870 Taxes (U.S. Plaintiff or Defendant)	☐ 894 Energy Allocation Act
230 Rent Lease & Ejectment 240 Torts to Land	☐ 443 Housing/ Habeas Corpus: Accommodations ☐ 530 General	Security Act	☐ 871 IRS—Third Party 26 USC 7609	895 Freedom of Information Act
245 Tort Product Liability 290 All Other Real Property	☐ 444 Welfare ☐ 535 Death Penalty ☐ 540 Mandamus & Othe	IMMIGRATION 1 462 Naturalization Application	-	900Appeal of Fee Determina Under Equal Access
, ,	Employment	☐ 463 Habeas Corpus - Alien Detainee		to Justice 950 Constitutionality of
	Other 440 Other Civil Rights	465 Other Immigration Actions		State Statutes
1 Original 🗍 2 R	tate Court Appellate Court	Reopened anoth	ferred from a district of the	
/I. CAUSE OF ACTI	ON Cite the U.S. Civil Statute under which you are 15 U.S.C. Section 1125 Brief description of cause: Unfair Competition and Tradema		ar statutes unless diversity).	
VII. REQUESTED IN		DEMAND \$,	if demanded in complaint:
COMPLAINT:	UNDER F.R.C.P. 23	INJUNCTION	JURY DEMAND	: Ø Yes 🗆 No
VIII. RELATED CAS IF ANY	(See instructions): JUDGE		DOCKET NUMBER	
	SIGNATURE OF ATT	FORNEY OF RECORD		
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UNITED STATES DISTRICT COURT

SOUTHERN DISTRICT OF CALIFORNIA SAN DIEGO DIVISION

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August 22, 2008 15:52:17

Civ Fil Non-Pris

USAO #.: 08CV1560

Judge..: JANIS L. SAMMARTINO

Amount.:

\$350.00 CK

Check#.: BC2404

Total-> \$350.00

FROM: CIVIL FILING